

Message Text

UNCLASSIFIED

PAGE 01 DAMASC 01028 251226Z

21

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 EUR-12 /030 W

----- 126922

R 251149Z FEB 76

FM AMEMBASSY DAMASCUS

TO USDOC WASHDC

INFO SECSTATE WASHDC 6412

AMEMBASSYATHENS

AMEMBASSY TEHRAN

UNCLAS DAMASCUS 1028

ATHENS FOR RTDO

E.O. 11652: N/A

TAGS: BTIO SY

SUBJ: DETERGENT PLANT TENDER

REF: USDOC 2943

1. UPON RECEIPT OF REFTEL, E/C OFFICER CALLED MOHAMED SABANO, COMMERCIAL DIRECTOR, ARAB DETERGENTS CORPORATION (TENDERING AGENCY). SABANO SAID TENDER WAS CLOSED AND NO MORE BIDS WOULD BE ENTERTAINED. HE ADDED HE WAS SURPRISED AT PROCTER AND GAMBLE'S SUDDEN INTEREST IN THIS PROJECT. ACCORDING TO SABANO, HIS OFFICE NOTIFIED P&G US OFFICE BEFORE TENDER WAS PUBLICLY RELEASED; P&G REFERRED HIM TO EUROPEAN OFFICE (SABANO COULD NOT REMEMBER LOCATION). SABANO WROTE P&G EUROPE AND NEVER RECEIVED A REPLY.

2. COMMENT: DISCREET APPROACHES TO POTENTIAL BIDDERS BEFORE PUBLICATION OF TENDER IS TYPICAL SARG PRACTICE, AS ARE EXTREMELY SHORT LEAD TIMES BETWEEN ANNOUNCEMENT OF TENDER AND CLOSURE OF BIDS. LEAD TIME FOR DETERGENT PLANT TENDER WAS ONLY THREE WEEKS.
PELLETREAU

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 25 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976DAMASC01028
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760071-0427
From: DAMASCUS
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1976/newtext/t19760216/aaaaancm.tel
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Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 1
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: castelsl
Review Comment: n/a
Review Content Flags:
Review Date: 14 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <14 JUL 2004 by schwenja>; APPROVED <31 AUG 2004 by castelsl>
Review Markings:

Margaret P. Grafeld
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EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: DETERGENT PLANT TENDER
TAGS: BTIO, SY
To: COM
Type: TE
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